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BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92054573
Party	Defendant Ortronics, Inc.
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Date	12/17/2012
Attachments	Exhibit AA.pdf (1 page)(12030 bytes) Exhibit CC to Smith Dec.pdf (1 page)(14326 bytes) Exhibit DD to Smith Dec.pdf (1 page)(11810 bytes) Exhibit EE to Smith Dec.pdf (1 page)(12162 bytes) Exhibit FF to Smith Dec.pdf (1 page)(11282 bytes) Exhibit GG to Smith Dec.pdf (1 page)(11085 bytes) Exhibit HH to Smith Dec.pdf (3 pages)(645701 bytes) Exhibit BB to Smith Dec.pdf (1 page)(8477 bytes) Exhibit II to Smith Dec.pdf (2 pages)(364398 bytes) Exhibit JJ to Smith Dec.pdf (31 pages)(1188729 bytes) Exhibit KK to Smith Dec.pdf (1 page)(11530 bytes) Exhibit LL to Smith Dec.pdf (6 pages)(583943 bytes)

EXHIBIT AA

TRADE SECRET/COMMERCIALLY SENSITIVE FILED UNDER SEAL PURSUANT TO PROTECTIVE ORDER APPROVED ON APRIL 26, 2012

Cancellation Proceeding No. 92054573
LayerZero Power Systems, Inc. v. Ortronics, Inc.

Exhibit Offered by Ortronics, Inc.

EXHIBIT CC

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EXHIBIT DD

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EXHIBIT EE

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EXHIBIT GG

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EXHIBIT HH

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LayerZero Power Systems, Inc. v. Ortronics, Inc.

Exhibit Offered by Ortronics, Inc.

Legrand | Ortronics
Booth # I

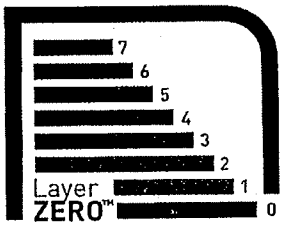
Reduce cooling costs in your data center by 40%

STOP BY THE LEGRAND | ORTRONICS BOOTH TO LEARN HOW.

Legrand | Ortronics can help you make a dramatic impact on your data center, simply by changing the way you look at your network. Legrand | Ortronics introduces **Layer Zero – The Infrastructure Layer™**, as a new foundation for the OSI model to provide a new level of stability to the network by addressing the critical role that infrastructure plays in network performance.

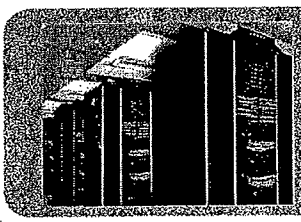
Using the right physical support at Layer Zero, including racks, cabinets, and cable management systems, you can maximize network efficiency by:

- Reducing power consumption and cooling costs
- Reducing the risk of equipment failure
- Enhancing overall system performance.



Layer Zero
– The Infrastructure Layer™
Revolutionize your network from the ground up

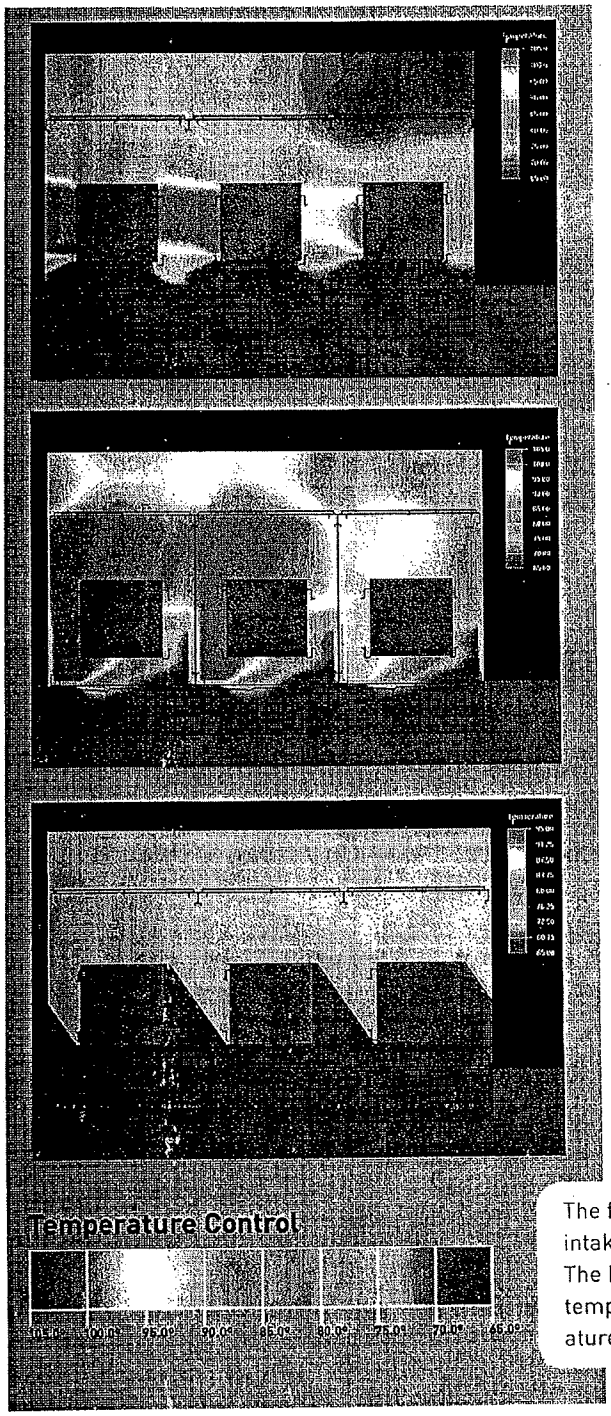
Visit us in Booth I to see a demo of our Layer Zero solutions and talk to our team of experts about how we can address your data center needs.



About Legrand | Ortronics

Legrand | Ortronics (www.legrand.us/ortronics) is a global leader in high performance network infrastructure solutions offering a complete range of copper and fiber optic connectivity solutions, as well as Layer Zero™ physical support solutions featuring the Mighty Mo™ cable management system.

Layer Zero Solutions at Work



TEST.01

Mighty Mo Cabinet without Mighty Mo Dividers or Airflow Baffles

When side venting equipment is mounted in typical cabinets without side panels or dividers even maintaining the recommended distance between the equipment does not provide adequate cooling in a cold-aisle/hot-aisle environment. The problem with this approach is that it allows much of the exhaust of one switch to enter the intake of the next switch. Each switch down the row is receiving less cooling, even though the cold aisle air temperature is set at an appropriate 65° to 70°F.

TEST.02

Mighty Mo Cabinet with Cabinet Dividers

Adding divider panels does little to improve the cooling in a cold-aisle/hot-aisle environment. This approach allows both the cold aisle and the hot aisle to provide air to the intake of the equipment. As the hot air is exhausted it recirculates back to the intake side of the equipment. Again each switch is receiving less cool air as you go down the row.

TEST.03

Mighty Mo Cabinet with Mighty Mo Airflow Baffles

When using the Mighty Mo cabinet airflow baffles the intake air is always supplied from the cold aisle and the exhaust is directed by the baffles to the hot aisle. The use of filler panels on the rear rails in addition to the full height airflow baffles eliminates the recirculation of hot air within the cabinets.

The first two examples show hot and cold air mixing at the intake with exhaust temperatures reaching the 105°F mark. The Mighty Mo cabinet airflow baffle solution reduces the exhaust temperature by 20°. This reduction allows the data center temperature set point to be raised, creating significant OPEX savings.

EXHIBIT BB

TRADE SECRET/COMMERCIALLY SENSITIVE FILED UNDER SEAL PURSUANT TO PROTECTIVE ORDER APPROVED ON APRIL 26, 2012

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EXHIBIT II

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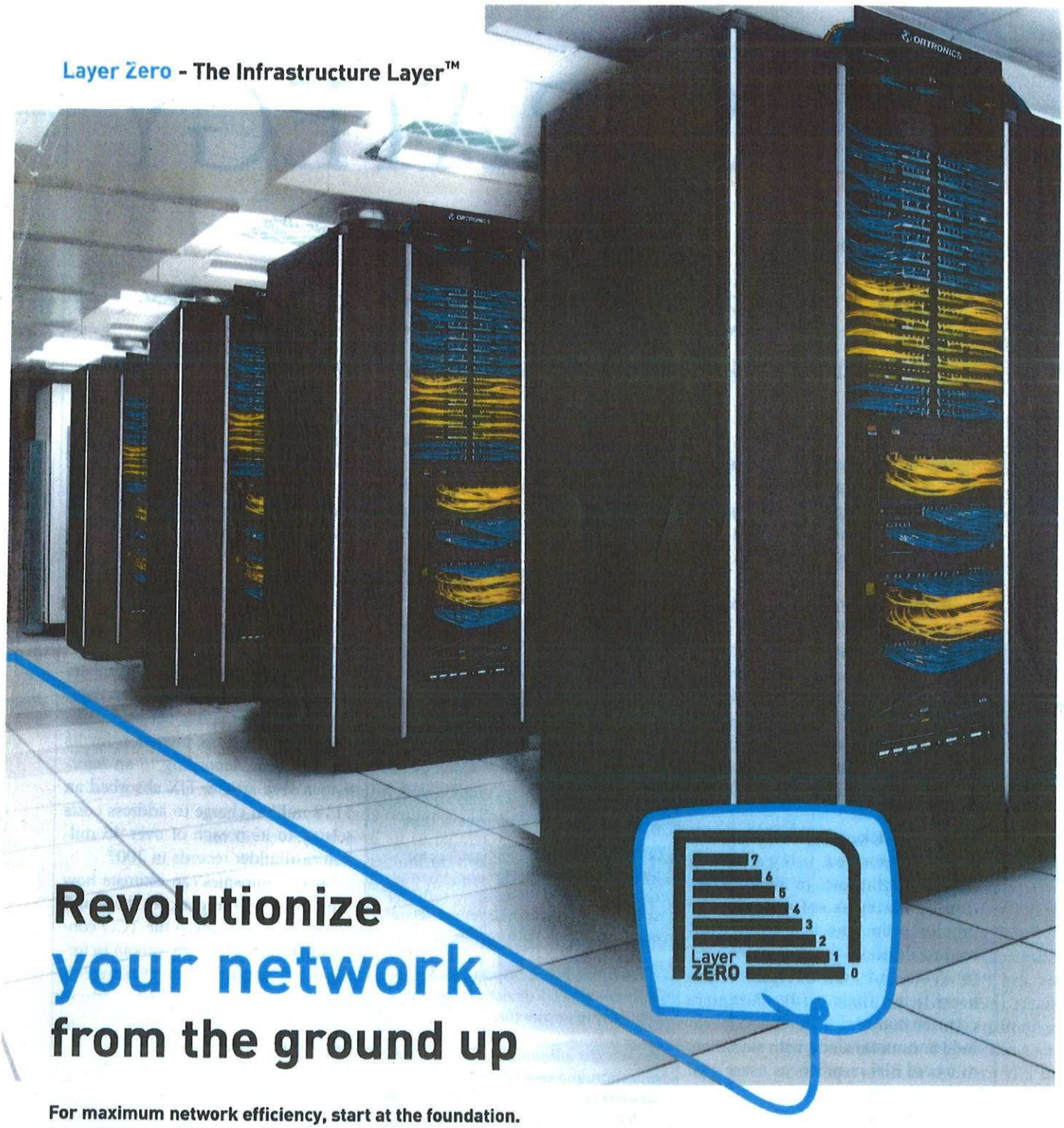
Layer Zero - The Infrastructure Layer™



Revolutionize your network from the ground up

For maximum network efficiency, start at the foundation.
Layer Zero provides a new foundation for the OSI model to address the critical role that infrastructure plays in network performance. The right solutions at Layer Zero can reduce power consumption and cooling costs, reduce the risk of equipment failure, and improve overall system performance. Contact your Legrand representative to learn more about the impact of Layer Zero on your data center.

Visit www.ortronics.com/layerzerowhitepaper to download our white paper, *Maximizing the Efficiency of your Data Center.*

designed to be better.

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EXHIBIT JJ

Cancellation Proceeding No. 92054573
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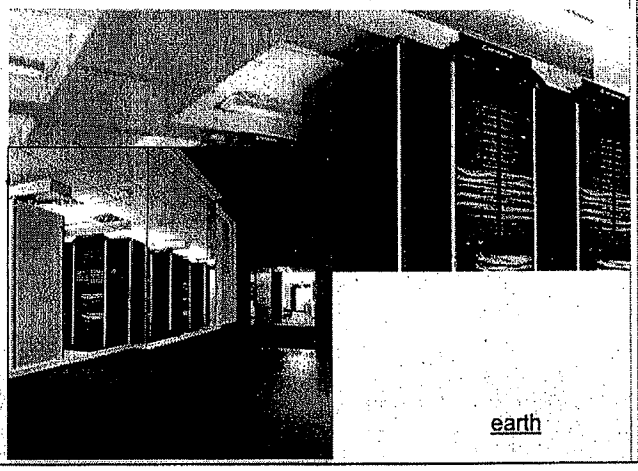
Layer Zero™

A New Perspective on the OSI Model



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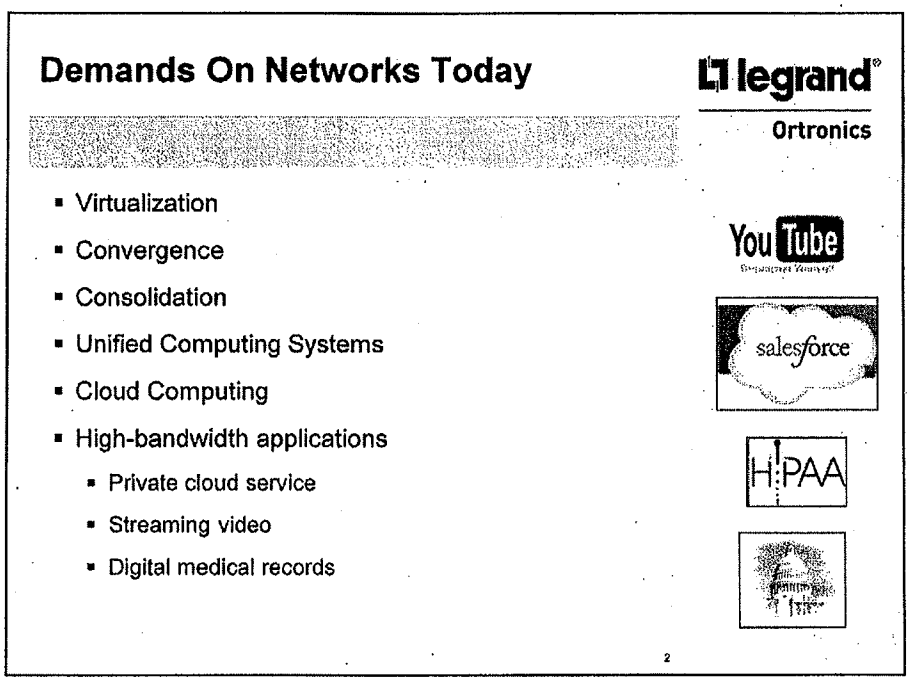
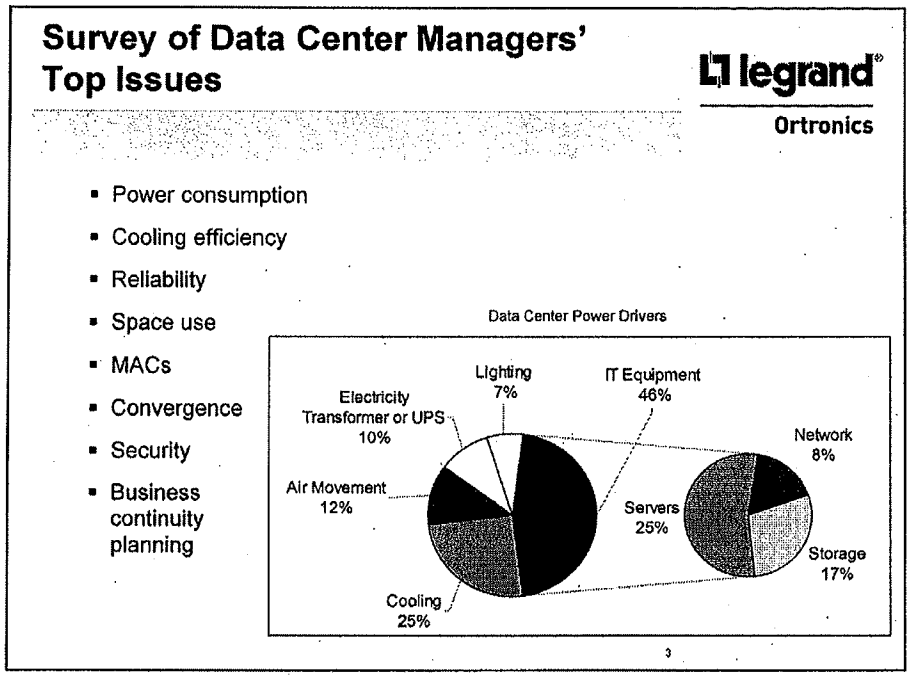


Why the need for Layer Zero?

The amount of data networks are expected to handle is growing at exponential rates. Advances in technology are placing an even **greater burden on network** hardware, operating systems, resources, software, servers, bandwidth and cables.

Virtualization, convergence and consolidation are increasing loads, densities and temperatures. Systems are being called on to **support more media rich, higher bandwidth applications** such as Facebook, Hulu, Netflix and ecommerce. Networks must have greater security, storage capacity and more in depth processing to support the demands of applications such as POS and medical imaging and to comply with government regulations.

These increased densities **generate a correspondingly greater amount of heat**, driving up electrical costs by dramatically driving down the efficiency of conventional air conditioning systems and threatening the overall life of your equipment.



We have found that the top 6 issues facing data center managers today are as following. They are ranked in order of importance.

Power Consumption – On average, the power bill is over 50% of a data center operating budget. That OPEX budget includes the human costs. Electricity costs more than staffing.

Cooling Efficiency – 45 cents of every power dollar is for some aspect of the cooling system, be it CRAC units, air handlers or the like.

MACs – Keeping track of MACs is even more critical in environments where equipment is constantly being moved around. Colo's have tenants moving constantly. Centers that employ virtualization also need to know where equipment is at all times.

Convergence – The melding of different technologies has always posed issues and has emerged as the next step for future growth in data centers today.

Security – Physical and logical security are critical to maintaining control at any data center. Not only do managers need to know when a location has

been accessed, but also what was accessed.

Business Continuity Planning – Having a true, exercisable disaster recovery plan is a challenge for customers today given the tight budget constraints, reduced staffing levels, and complexity of converging technologies. Data center managers are struggling to develop appropriate solutions to this issue.

Power Consumption Issues

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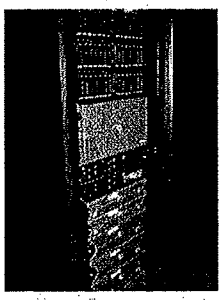
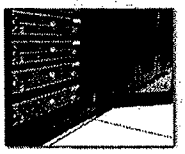
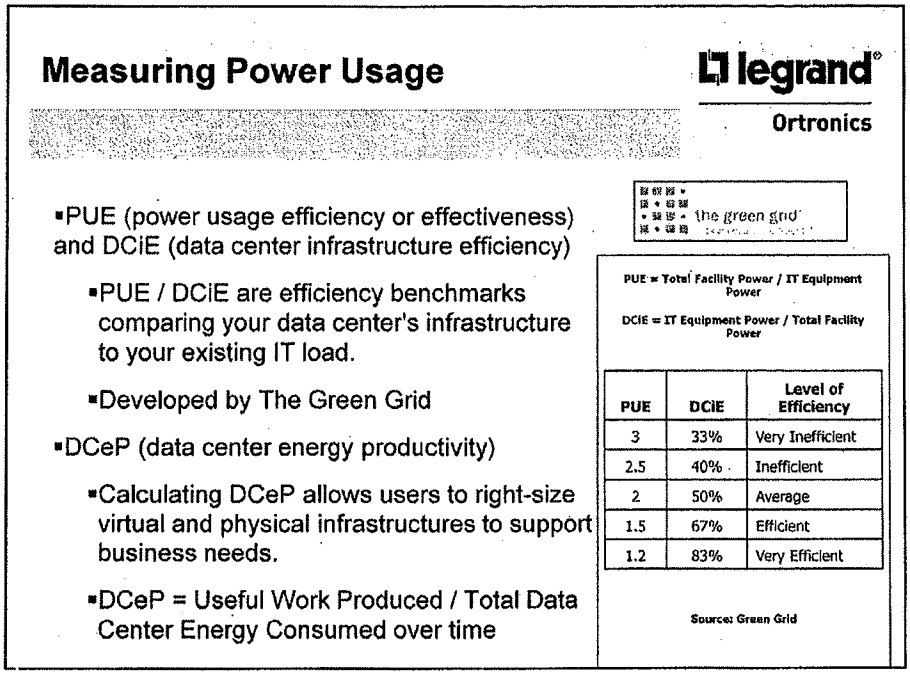
- Increased demands on cooling are driving power consumption and utility costs
- Energy costs represent 55% of the monthly operating expenses of a data center, with cooling accounting for 33% of the energy costs
- Need for redundant power for disaster recovery
- Deployment of new active equipment and/or technology using the existing power infrastructure





Power in the data center is used for a whole host of things; lighting, CRAC units, generators, auxiliary power, UPS', chillers, PDUs, and most importantly IT equipment.

With requirements for storage continuing to grow, along with the density of the equipment packed into each rack, it's now common for a typical rack to require 5 to 7 kilowatts (versus 1 to 3 in the past), with high-density blade server implementations requiring upwards of 24 to 30 kilowatts per rack. Taking into account these increases with the rising price of electricity and legislation requiring data centers to lower their energy consumption of pay for overages, it is clear why this issue is becoming increasingly critical.



The Green Grid (TGG) is a global consortium of data center industry leaders and end users dedicated to developing and promoting energy efficiency for data centers by:

Defining meaningful, user-centric models and metrics

Developing vendor neutral standards and measurement methods

Best practices and technologies to improve performance against the defined metrics

Promoting the adoption of energy efficient standards, processes, measurements and technologies

Alliances with government and other organizations; ASHRAE, EPA, DOE, Energy Star

Website: http://www.thegreengrid.org/

Power usage effectiveness (**PUE**), is the ratio of total amount of power used by the data center facility to the power delivered to IT equipment. PUE was developed by a consortium called The Green Grid. PUE is the inverse of Data

Center Infrastructure Efficiency (DCiE).

Data center infrastructure efficiency (**DCIE**), is a performance improvement metric used to calculate the energy efficiency of a data center. DCIE is the percentage value derived, by dividing information technology equipment power by total facility power.

Bottom Line: The higher the DCiE and the lower the PUE – the MORE EFFICIENT YOUR DATA CENTER IS!

Power Consumption Issues

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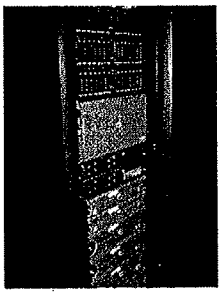
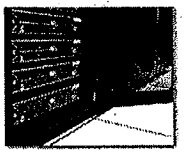
- AC vs. DC
  - Most current data centers are designed for AC (alternate current) power sources
  - All telephone company central offices are designed for DC (direct current) power sources
  - Due to cost and safety concerns, some data centers are migrating to DC power
- Wiremold® distributed power solutions
  - Range of Power Commander® PDUs





Continuing with our discussion about power consumption issues:

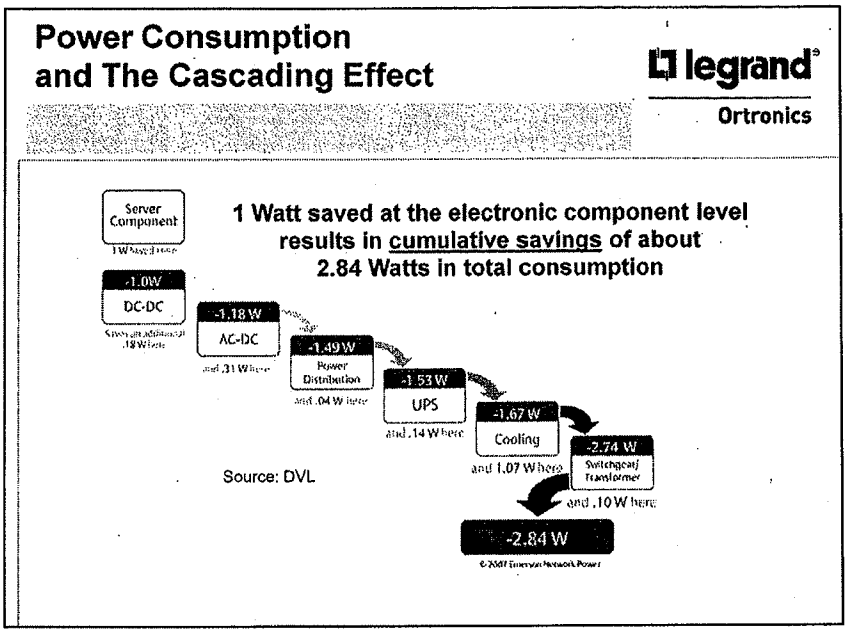
AC vs. DC power

Thomas Edison originally promoted DC for electrical power distribution, considering it a safer, more reliable option than AC power. Edison faced off against Nikola Tesla and George Westinghouse in the ensuing "Current Wars." AC ultimately came out on top due to technological limitations of the time. AC had the advantage back then of being stepped up to high voltages by using transformers, sent via thin, inexpensive wires, and eventually stepped down again at distribution to the user site. Still, DC power has continued to be used in high voltage scenarios, as well as in low voltage deployments in the telecommunications industry and light transportation industry.

AC vs. DC power for Data Centers

In a typical data center, the redundant power distribution system provides 480-volt AC power through an uninterruptible power supply (UPS) and then to a transformer, which then steps it down to 208-volt AC at a power distribution unit (PDU) to feed racks of servers. Within the UPS system, the 480 volt AC is converted to DC and charges batteries and then is converted back to 48 volt DC. Individual power supplies (typically redundant) within each server convert the 120/208-volt single phase AC into a voltage appropriate for the unit's needs. These individual supplies are often inefficient, generating substantial heat that the room's air conditioning system must remove at great expense. This heat can also limit the number of servers that can be housed in a data center and can jeopardize data center reliability if not handled properly.

In total, there can be up to six or more power conversion stages between facility power entry and the microprocessor or other data processing circuits. The power losses due to the use of inefficient power conversion devices from both outside and within equipment result in a large loss of useful electrical power, as well as directly increasing the energy required to remove the heat produced. Thus, for every watt of power utilized to process data, about 0.9W is required, to support power conversion. In addition, about 0.6 to 1 watt will be required to cool the power conversion equipment. By skipping conversion steps, a DC-powered datacenter saves overall electricity use through eliminating extra power conversions and reducing datacenter cooling needs, increases equipment densities, and helps reduce heat-related failures.

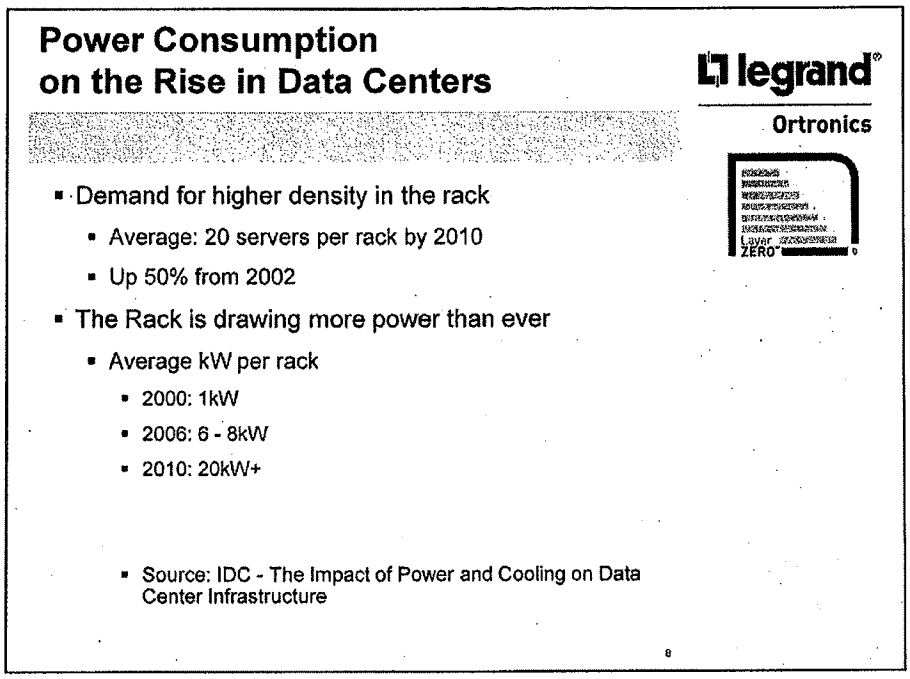


Key Points:

•Emerson Network Power recently created a roadmap to reducing energy usage in the data center to save on energy costs as well as free up power and cooling capacity and space.

•Energy Logic is based on the cascade effect, by which 1 Watt saved at the server component level results in cumulative savings of about 2.84 Watts in total consumption.

•If you reduce the power consumption of your servers, for example, you have less to cool, and so on.



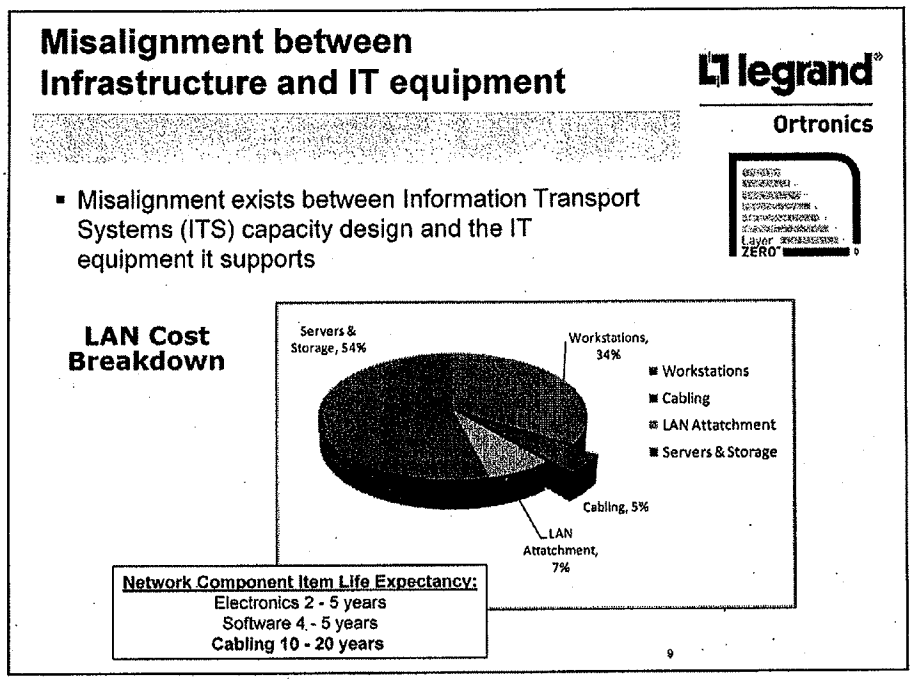
By combining blade servers, virtualization technologies, and new power and cooling equipment, data center managers are attempting to consolidate their infrastructure and reduce their data center footprint to fewer equipment racks. This increases the density per equipment rack.

Power in the data center is used for a whole host of things: lighting, CRAC units, generators, auxiliary power, UPSs, chillers, PDUs, and most importantly IT equipment. With requirements for storage continuing to grow, along with the density of the equipment packed into each rack, it's now common for a typical rack to require 5 to 7 kilowatts (versus 1 to 3 in the past), with high-density blade server implementations requiring upwards of 24 to 30 kilowatts per rack.

Taking into account these increases with the rising price of electricity and legislation requiring data centers to lower their energy consumption of pay for overages, it is clear why this issue is becoming increasingly critical.

Virtualization & consolidation are driving up heat loads at the rack level.

Energy costs per year for just two racks of servers can exceed $105,000.



According to CISCO, over the past 10 years, servers and storage arrays have typically been refreshed every 2 to 5 years.

Large switches and routers have typically been refreshed every 5 to 7 years.

Data center facilities, however, are often designed with a 10 to 20 year lifecycle.

This mismatch between facilities, IT planning and expectations is an ongoing challenge and can be a good opportunity to install future looking infrastructure and connectivity solutions.

Standards bodies provide valuable guidelines

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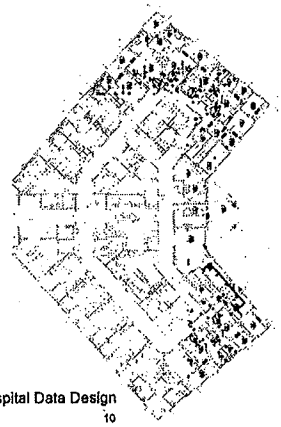
- Standards organizations provide valuable guidelines
  - BICSI TDMM
  - TIA/EIA 568, 569, 942, and others
  - ISO/IEC
- Design the physical plant to become a foundation that will optimize network performance

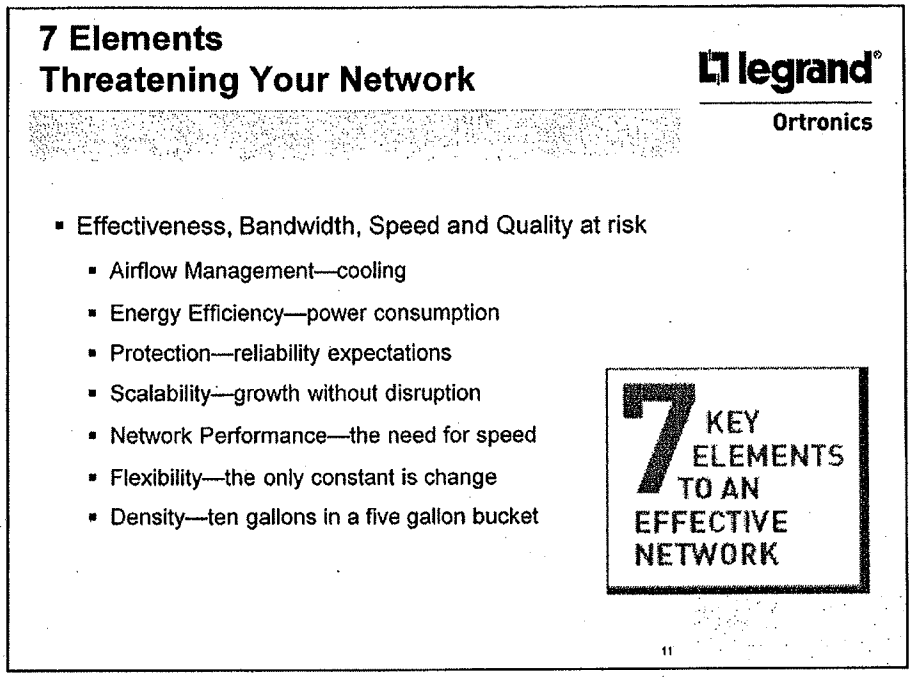


Hospital Data Design
10

A solid foundation is critical for optimizing network performance.

Network ITS demands were significantly less (even as recently as 5 years ago) and design considerations included fewer applications.

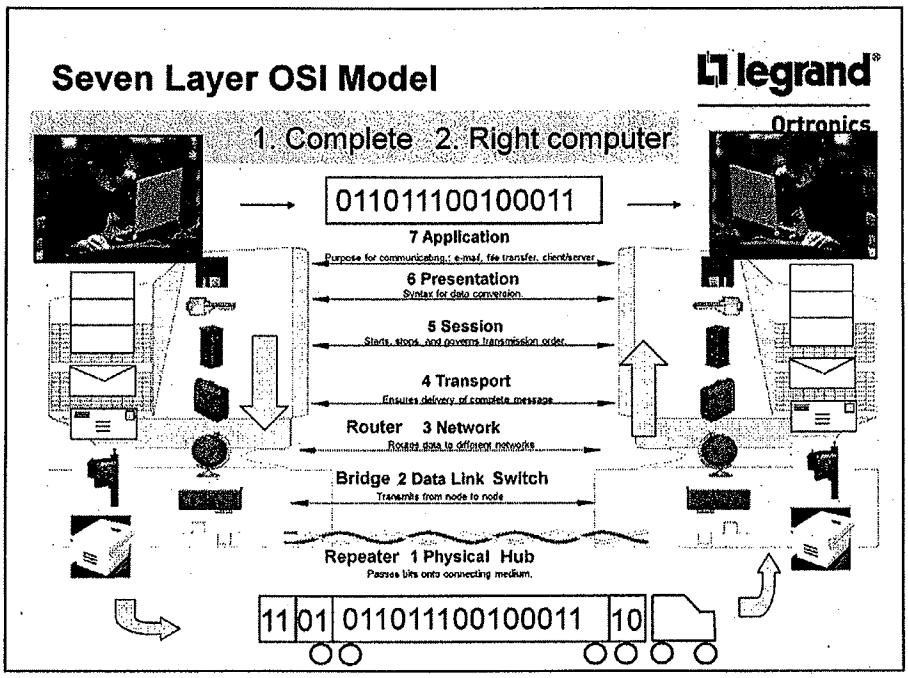
Today's drive toward convergence significantly adds to the considerations required when specifying physical support solutions. Consulting governing bodies such as BICSI, TIA, ISO and ASHRAE is a good best practice step.



7 key elements to create an effective network

The following 7 elements have been identified by Legrand | Ortronics as critical to the effectiveness of your network: Airflow Management, Density, Network Performance, Flexibility, Energy Efficiency, Scalability and Protection. Without the proper management and optimization of these elements networks lose effectiveness, bandwidth, speed and quality.

These elements can be managed through the Layer Zero infrastructure and can be used to maximize your network's potential and performance. They are covered in detail in the forthcoming slides.



The OSI program grew out of a need for international networking standards and is designed to *(consistently)* facilitate communication between hardware and software systems despite differences in underlying architectures.

The OSI 7 layers model has clear characteristics. Layers 7 through 4 deal with end to end communications between data source and destinations. Layers 3 to 1 deal with communications between network devices.

On the other hand, the seven layers of the OSI model can be divided into two groups: upper layers (layers 7, 6 & 5) and lower layers (layers 4, 3, 2, 1). The upper layers of the OSI model deal with application issues and generally are implemented only in software. The highest layer, the application layer, is closest to the end user. The lower layers of the OSI model handle data transport issues. The physical layer and the data link layer are implemented in hardware and software. The lowest layer, the physical layer, is closest to the physical network medium (the wires, for example) and is responsible for placing data on the medium. Easy to use tool with comprehensive features at a fraction of the cost of others.

The specific description for each layer is as follows:

Layer 7: Application Layer

Defines interface to user processes for communication and data transfer in network

Provides standardized services such as virtual terminal, file and job transfer and operations

Layer 6: Presentation Layer

Masks the differences of data formats between dissimilar systems

Specifies architecture-independent data transfer format

Encodes and decodes data; Encrypts and decrypts data; Compresses and decompresses data

Layer 5: Session Layer

Manages user sessions and dialogues

Controls establishment and termination of logic links between users

Reports upper layer errors

Layer 4: Transport Layer

Manages end-to-end message delivery in network

Provides reliable and sequential packet delivery through error recovery and flow control mechanisms

Provides connectionless oriented packet delivery

Layer 3: Network Layer

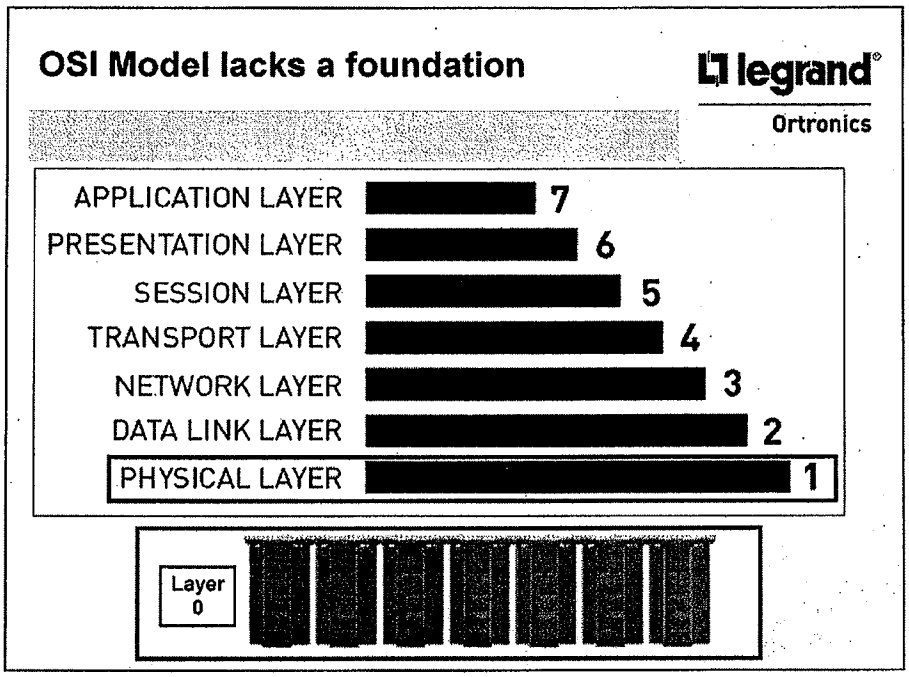
Determines how data are transferred between network devices

Routes packets according to unique network device addresses

Provides flow and congestion control to prevent network resource depletion

Layer 2: Data Link Layer
Defines procedures for operating the communication links
Frames packets
Detects and corrects packets transmit errors

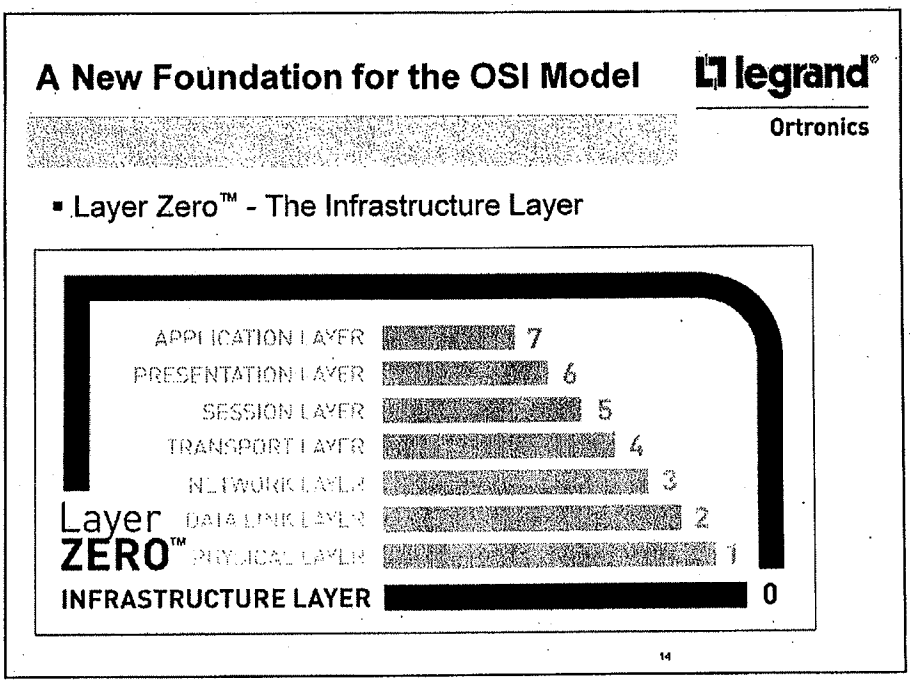
Layer 1: Physical Layer
Defines physical means of sending data over network devices
Interfaces between network medium and devices
Defines optical, electrical and mechanical characteristics



A New Look at the OSI Model

The ISO/OSI Network Model is a seven layer reference model that provides a standard for communication networks. The layers interact by providing services to the layer above and receiving services from the layer below. The foundation of the current OSI model is Layer One, the Physical Layer, and refers to the basic hardware transmission technologies of a network, or structured cabling.

Layer 1 does not make mention of the physical support, or infrastructure, that supports this cabling.



Layer Zero

Layer Zero is the new foundation layer for the OSI model proposed by Legrand | Ortronics. Layer Zero - the Infrastructure Layer - addresses the **critical role that physical infrastructure plays** in network performance. A new level of stability is introduced to the network by recognizing the importance of the underlying layer and emphasizing best practices in pathway and physical support design.

Layer Zero encompasses the entire physical structure that supports your network: not only racks and cabinets, with advanced cable management, but pathway solutions, underfloor and overhead systems and as well.

Layer Zero™ industry awareness

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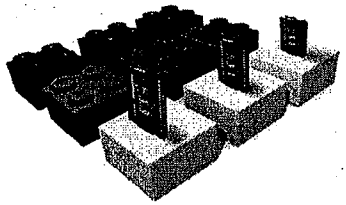
"With the right planning, the defining elements of capacity, density, efficiency and scalability can be aligned through the infrastructure.

One basic best practice: adopt the rack as the basic building block for data center density."



– *Energy Efficient Data Center Solutions and Best Practices, CISCO*

15

Changing the way you look at your network

Cisco has also identified the underlying infrastructure as critical to the success of a network. Their white paper, Energy Efficient Data Center Solutions and Best Practices, specifies that "With the right planning, the defining elements of capacity, density, efficiency and scalability can be aligned through the infrastructure. One **basic best practice: adopt the rack** as the basic building block for data center density. "

Layer Zero™ industry awareness

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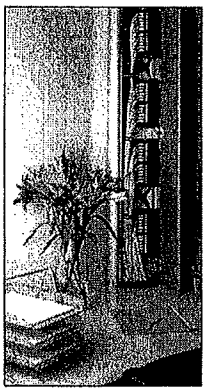
- "Once network data has been transferred to the Physical Support Layer a solid foundation should be in place to assure optimum network performance. There are standards in place to define product, its performance, and how an information transport system should be configured" *



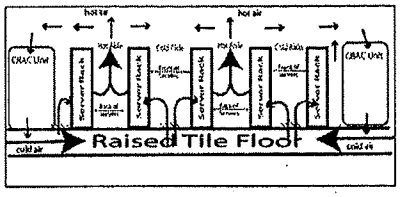
*Cisco Systems, Inc., "Cisco Energy Efficient Data Center Solutions and Best Practices" white paper 2007

Layer Zero™ works for you

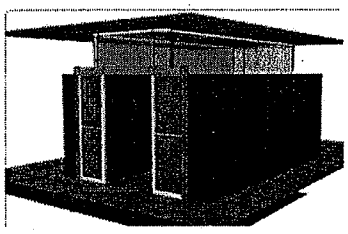
Heat is the enemy

legrand®
Ortronics

- Hot aisle/cold aisle



- Passive control can improve efficiency

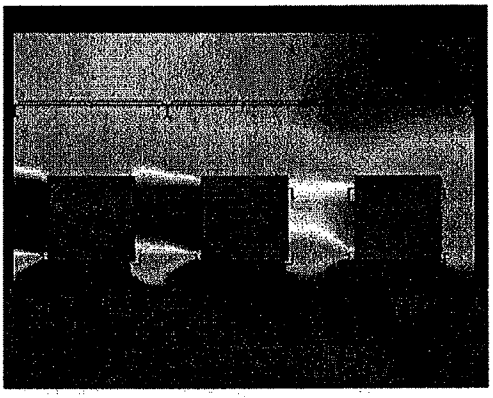


Layer Zero™ works for you

Heat in typical installation 1

legrand®
Ortronics

- Switches in cabinets with no sides

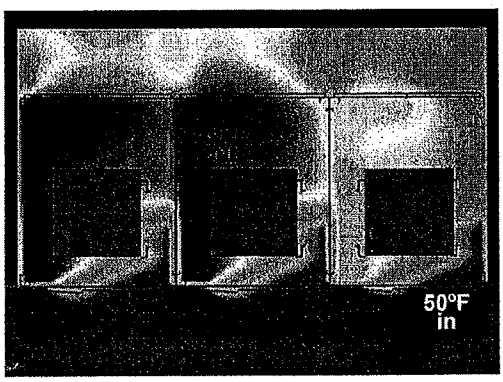


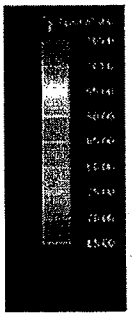
Layer Zero™ works for you

Heat in typical installation 2

legrand® Ortronics

- Switches in cabinets with sides





Layer Zero™ works for you

Reduces heat significantly

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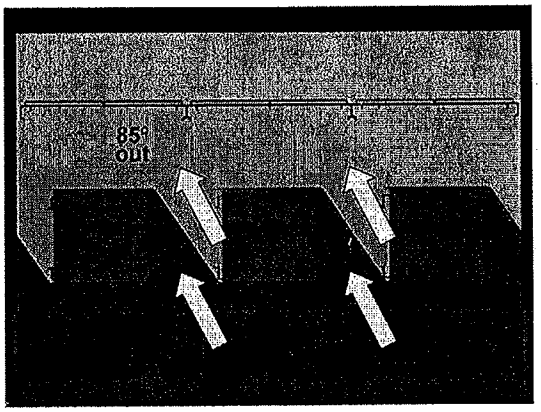
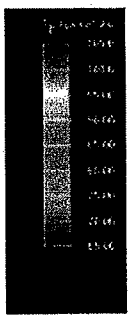
Ortronics

- Switches in cabinets with baffles





mm

Layer Zero™ works for you

Reduces power consumption

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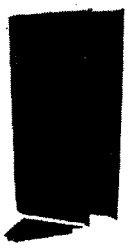
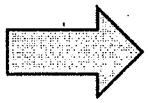
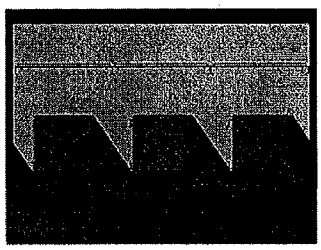
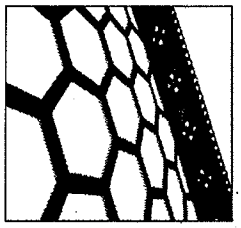
Ortronics







Passive cooling allows higher ambient temperature



Layer Zero™ works for you
Reduces power consumption

legrand® Ortronics

"Data center managers can save 4 percent in energy costs for every degree of upward change in the ambient temperature."

Mark Monroe, the Director of Sustainable Computing at Sun Microsystems

Sun microsystems

15° F x 4% = 60% reduction

in power consumption for cooling

Layer Zero™ works for you
Increases network reliability

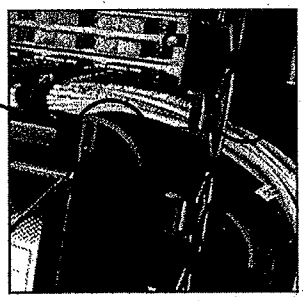
legrand®
Ortronics

Loss budgets shrinking

10GigEthernet:	2.6dB
40/100GigEthernet:	1.9dB

A single bend can take down an Ethernet link

Good Layer Zero protection



Layer Zero™ works for you

Increases network reliability

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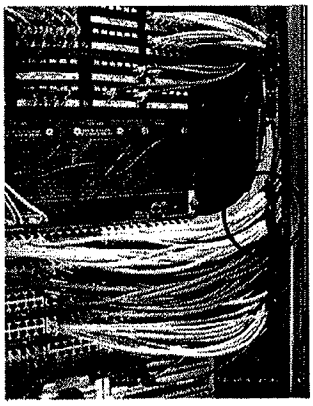
Cable management protects expensive switch ports



Layer Zero™ works for you
Saves space in the Data Center

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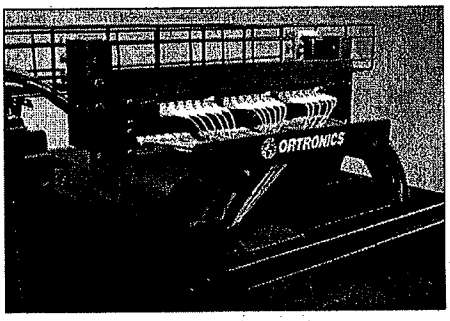
Overhead patch panels open up space in cabinets



Layer Zero™ works for you

Speed of implementation

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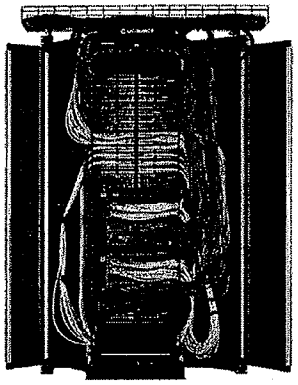
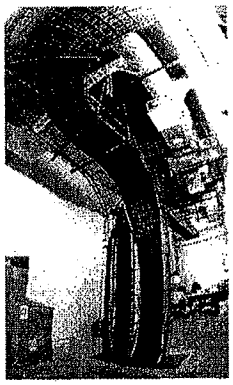
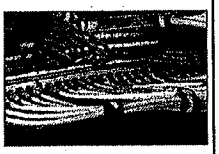
Ortronics

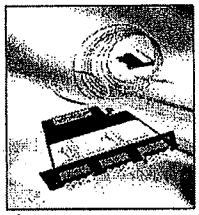
- High density installation puts more production in less space
- Basket tray makes installation and MACs fast and easy

cab









Layer Zero™ works for you

legrand®
Ortronics

A well designed Layer Zero
=
Improved passive cooling
+
Reduced power consumption
+
Improved reliability
+
Improved use of space
+
Speed of implementation

EXHIBIT KK

TRADE SECRET/COMMERCIALLY SENSITIVE FILED UNDER SEAL PURSUANT TO PROTECTIVE ORDER APPROVED ON APRIL 26, 2012

Cancellation Proceeding No. 92054573
LayerZero Power Systems, Inc. v. Ortronics, Inc.

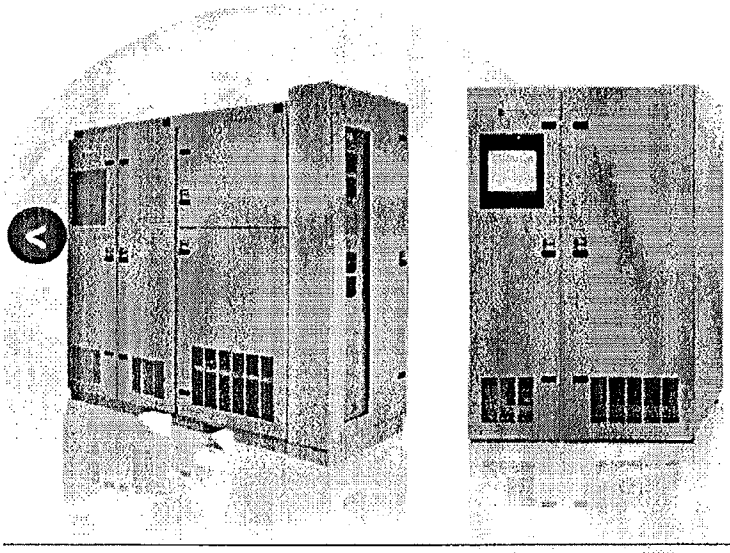
Exhibit Offered by Ortronics, Inc.

EXHIBIT LL

Cancellation Proceeding No. 92054573
LayerZero Power Systems, Inc. v. Ortronics, Inc.

Exhibit Offered by Ortronics, Inc.

Incident Tracking
Field Service Tracking
Order Tracking
Projects Management Support



Defining The Standard In Safety, Reliability, & Innovation.

Providing Power Distribution Professionals With Unparalleled Confidence

Discover the LayerZero Difference

Safe & Reliable Power Distribution Products

LayerZero Power Systems designs high-reliability power distribution and power quality monitoring products, including Static Transfer Switch products, Power Distribution Units, and Remote Power Panels.

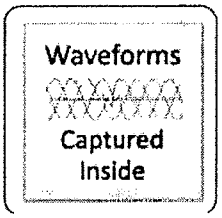
LayerZero is the foundation layer of data centers, and we are leading the industry with an array of features designed to offer safety to power distribution professionals, such as InSight™ IR Portholes with infrared thermal scanning ability with dead-front doors closed, Selective-Trip Coordination, the IP-20 rated finger-safe SafePanel™, and mechanical interlocks built into the breaker operations.

LayerZero Static Transfer Switches have patented Dynamic Phase Compensation technology that automatically compensates for differences in phases between sources, eliminating downstream transformer inrush from out-of-phase transfers for maximum power reliability. LayerZero Power Systems is the *only* provider of the benefits of Triple Modular Redundancy in power distribution systems, providing reliability 10X higher than Single Modular Redundant systems.

LayerZero systems are well connected, offering source and load power quality data collection, forensic waveform captures to allow operators to precisely identify where faults occur, and remote web-enabled monitoring utilizing open protocols.

Designed specifically for critical operations and trusted by the world's leading organizations, LayerZero Power Systems maximizes uptime and availability by ensuring that the power distribution foundation layer is extremely reliable.

To learn more, contact LayerZero today 440-399-9000 or at info@layerzero.com



LZPS_002843

Corporate
What Is LayerZero?
LayerZero Canada
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Leadership Team
Literature
Business Philosophy
Manufacturing Alliance
Customer Base
Partner Links

Products
Product Selector
Static Transfer Switches
Power Distribution Units
Remote Power Panels

Innovations
Safety
Technologies
Industry Firsts

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Emergency Response Phone Number

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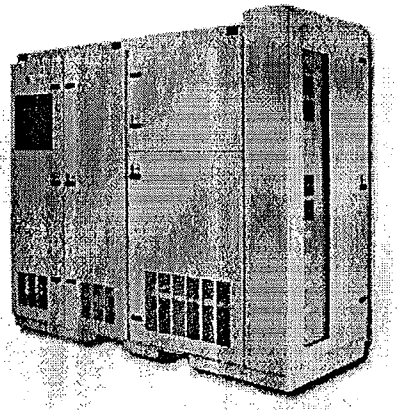
Incident Tracking
Field Service Tracking
Order Tracking
Projects Management Support

Home > Corporate > History

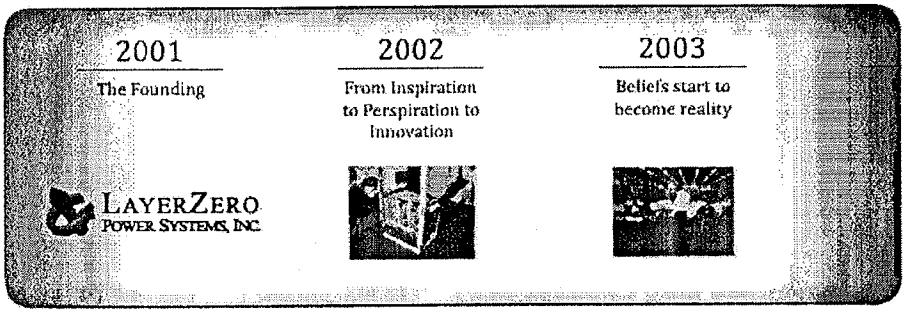
A Proven History of Unrivalled Success

LayerZero was founded by two entrepreneurial engineers who believed that you, the mission critical power system customer, simply deserved better: better products, better process, and better service. This simple belief has grown into an unapologetic passion for excellence and has attracted the best people, who in turn have developed the best products and processes to serve your needs.

LayerZero continues to lead the industry with premium products which are safe, reliable, information centric and highly connected. It offers a customer experience that is second to none: We listen, we internalize and we act to serve your needs.



Use The Slider Below To Scroll To A Year And Click To Select



LZPS_002856

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Home > The LayerZero Difference > eBOSS Customer Portal

Welcome to eBOSS (Back Office System Software)

eBOSS Fosters Open Communication

Designed to help facilitate communication, eBOSS (Web-Enabled Back-Office System Software) provides a means for customers to efficiently communicate with LayerZero Power Systems.

The eBOSS Configurator provides power distribution professionals with the ability to design and manage custom LayerZero products quickly and easily. Designed as a tool to help engineers and electrical contractors streamline the planning process, the Configurator provides an interface for creating custom configured products and exporting CSI formatted product specifications.

The service ensures accuracy through a dynamic menu system that constrains available options based on compatibility, and provides detailed documentation of each configuration step.

Access The Configurator | View Demonstration